



AI Solution Framework x SOUTHWORKS

SOUTHWORKS | Azure Data Modernization Blueprint

Overview of **AI Solution Framework**

Elevating AI Capabilities – A Strategic Move to Innovation

Our AI Solution Framework journey focuses on transforming your business processes through innovative AI solutions, ensuring a seamless transition. Our approach is built around three key phases: Ideation/Scoping, Prototyping, and developing a Minimum Viable Product (MVP), with a path towards Production Readiness or Sustained Engineering.

What are the Phases of the AI Solution Framework?

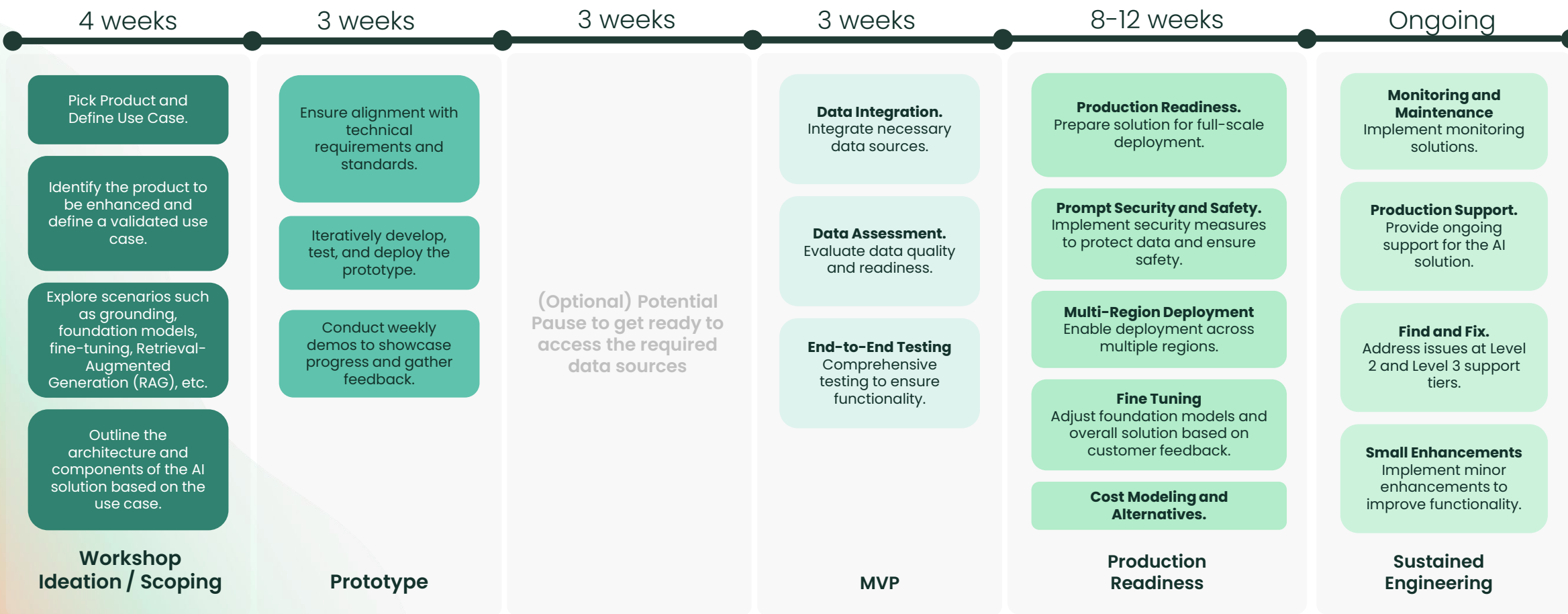
- Develop a **validated use case through brainstorming sessions**, feasibility studies, and stakeholder alignment, establishing clear success criteria and key performance indicators (KPIs) to measure the effectiveness and impact of the AI solution.
- **Create a functional AI solution** without heavy dependencies on data, serving as a proof of concept to demonstrate the AI solution's potential.
- **Integrate data and ensure readiness**, developing a plan for a scalable and robust solution for real-world application.

What are the benefits of this Framework?

1. **Accelerated Innovation:** The AI Solution Framework enables rapid development and iteration of AI solutions, allowing businesses to quickly bring innovative ideas to life and stay ahead of the competition.
2. **Strategic Alignment:** By establishing clear criteria and KPIs during the Ideation/Scoping phase, the framework ensures that AI initiatives are closely aligned with business goals and deliver measurable value.
3. **Flexibility:** The framework's phased approach allows for adjustments and pauses between phases to accommodate data access and other requirements, ensuring that the AI development process remains adaptable to changing needs and circumstances.

AI Solution Framework **Schedule** Blueprint

The AI Solution Framework is designed to help businesses leverage AI for strategic decision-making, enhancing operational efficiencies, and driving innovation. Each AI solution is unique, and at SOUTHWORKS, we recognize this. This blueprint outlines a comprehensive approach for an AI solution project, leveraging our extensive experience working with diverse clients. While these projects can vary in scope, typically spanning from 3 to 9 months, we understand that each project has its own specific needs.



AI Projects **Best Practices**



Planning and Assessment

- Define a clear vision and specific objectives for the AI project to ensure alignment with business goals.
- Engage key stakeholders early and throughout the project to ensure buy-in and alignment.



Data Quality and Cleansing

- Ensure data quality by performing thorough data cleansing and validation before integration.
- Implement robust data security measures and comply with privacy regulations to protect sensitive information.



Incremental and Phased

- Adopt an agile, incremental approach to development, allowing for flexibility and iterative improvements.
- Start with prototyping and develop a Minimum Viable Product (MVP) to validate concepts before full-scale deployment.



Technical Excellence

- Ensure alignment with technical standards and requirements to build a robust and scalable solution.
- Perform end-to-end testing to ensure functionality, reliability, and performance under real-world conditions.



Continuous Improvement

- Establish regular feedback loops to gather insights from users and stakeholders, driving continuous improvement.
- Provide ongoing training and support to ensure users can effectively leverage the AI solution.



Communication Strategy

- Robust weekly communication strategy to keep stakeholders informed at every stage of the migration.
- Transparency is a priority, and any potential issues will be communicated promptly with clear plans for resolution.



Expertise and Experience

- Expertise and experience of the AI team in handling similar scenarios 🧐.

Next Steps – **Let's get started**

At SOUTHWORKS, we hit the ground running by collaborating closely with clients to build a detailed roadmap, set clear targets, and define achievable goals for AI projects. These foundational activities, fully funded by SOUTHWORKS, are critical to ensuring a successful project and set our clients up for success from the start.

1. **Let's hop on a scoping call.**

We'll ask about your goals, timeline, and budget, and focus on understanding the 'end state.' AI projects are typically successful when built 'backwards.'

2. **Discuss solution and requirements.**

In just a few days, we'll come back with a proposal outlining a high-level roadmap, budget, and the different phases in which you can tackle your project.

3. **On-board your Fireteam, and track performance**

Once we've agreed on milestones, we'll put together a statement of work and get our Fireteam going right away. We'll track progress, report updates, and continuously adapt to your needs.

“

“Canary has excellent programmers, and it has excellent engineering staff. However, we didn't have the specific expertise and experience with the Microsoft Azure platform. SOUTHWORKS offered the experience and expertise in incorporating our technology and solutions into the Azure platform to move smoothly and quickly from another Web Service Provider on day one running on multiple geographies”.

Henry O'Connell, CEO, Canary Speech



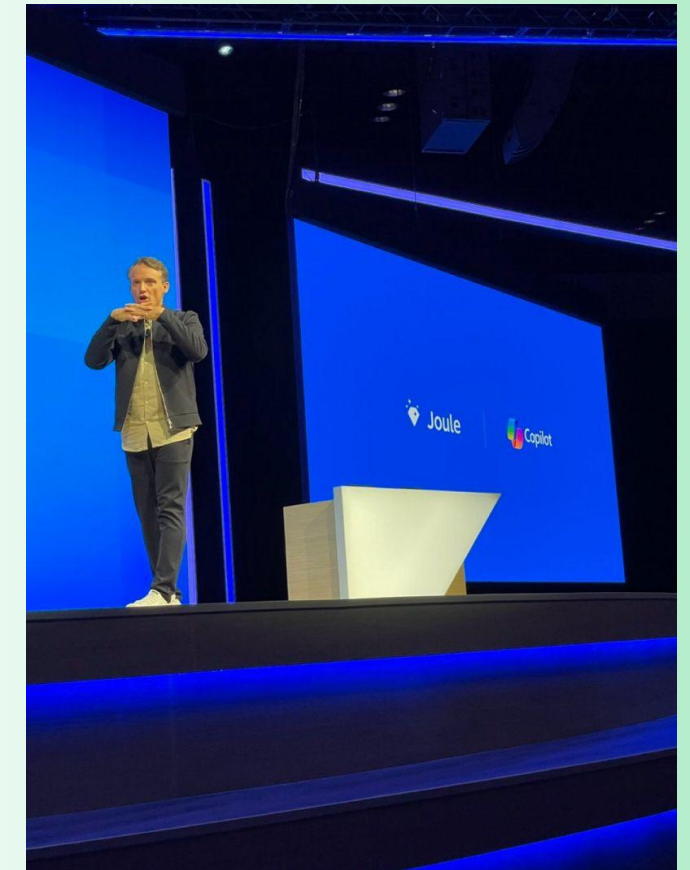
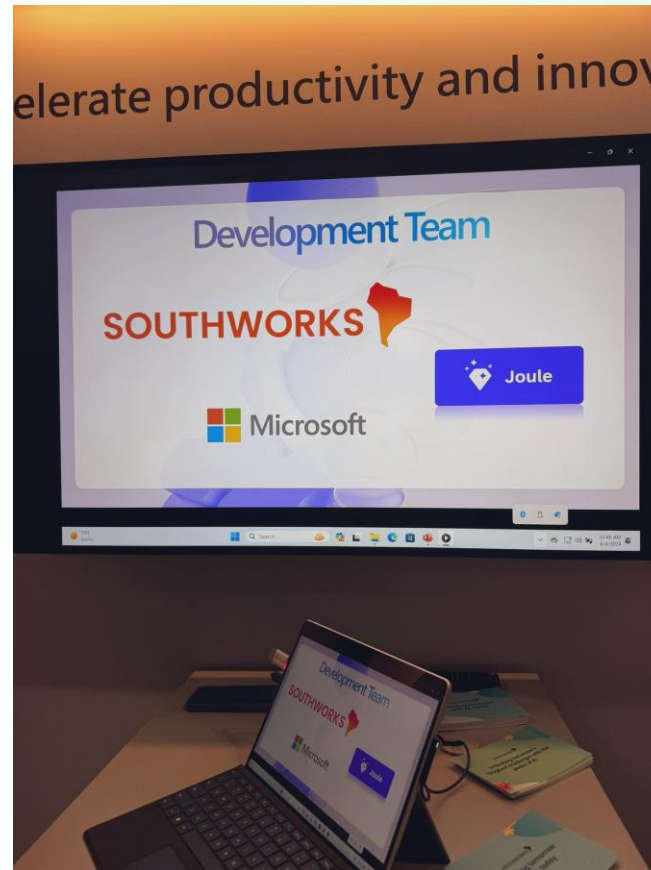
Why SOUTHWORKS?

+20 years of partnership with Microsoft

Experience and Expertise

At **SAP Sapphire**, Microsoft announced in the Keynote speech, plans to bring its generative AI copilot Joule together with Microsoft Copilot for Microsoft 365.

SOUTHWORKS played a pivotal role in the integration of SAP's Joule AI assistant with Microsoft's Copilot by developing the bi-directional conversation pattern for AI Agents to communicate through natural language.



Building AI Capability: Demonstrating hyper-relevant solutions to address customer needs in a changing landscape

Working with our customers directly and through our technology partners to bring AI solutions to customers core product and through future-facing development ideation.

Example scenarios:

Video CMS, Creative Intelligence with Microsoft Azure AI

SOUTHWORKS' state-of-the-art VCMS, seamlessly integrated with Azure AI. Upload MP4 video and watch as Microsoft's AI technologies auto-generate comprehensive metadata, ensuring precise and dense captioning, and Azure Content Safety to provide a description of the content rating. A chatbot copilot also enables real-time interaction and semantic searches across specific video insights, or the entire library.

This intuitive experience invites users to delve deeper into content, tailor it, and harness the power of the latest Generative AI capabilities for unmatched enrichment.

Video Highlights Extraction with Microsoft Azure AI

AI automatically extracts relevant events and highlights from a video source. These events and highlights are displayed in a user-friendly timeline as soon as they are detected.

Viewers can engage in a conversational AI experience, enhancing their interaction with video content, and highlight clips are seamlessly shown in a picture-in-picture mode.

Self-help Productivity with Microsoft Azure AI



Demonstrating the power of semantic search over documents, this solution drives enhanced self-help assistance on documentation from different formats and sources through a conversational copilot experience.

What Our Customers Think?






“Canary has an excellent engineering staff. However, we didn’t have the specific expertise and experience with the Azure platform. SOUTHWORKS offered the experience and expertise in incorporating our technology and solutions into the Azure platform to move smoothly and quickly from another Web Service Provider on day one running on multiple geographies”.

Henry O’Connell, CEO






"I just wanted to give a shout-out to the entire team. They encountered some hurdles with the Fabric proof-of-concept work but collectively took the initiative to explore other proof-of-concept projects. One notable exploration is the ADLSgen2 integration. It's impressive to see the team taking the initiative and identifying valuable work, especially during times of uncertainty."

Justin Ehlert, Dir of Engineering




Working with SOUTHWORKS on our Azure migration has been a game changer. Their Azure know-how is seriously impressive, and they've made the whole process feel like a breeze. Big shoutout to the team for being so helpful and easygoing. We couldn't have asked for a better cloud companion

Range Strunk, Platform Lead



SOUTHWORKS' code quality has, generally speaking, met our standard ("their code looks like our code"). They communicated very well (through daily posts and meetings) and were proactive. When they were blocked, they always made us aware. They delivered the thing we asked them to deliver. We loved the demo! We should incorporate more of these into our rituals.

Conor McArthur, Co-Founder



SOUTHWORKS' **Development on Demand Model**

We believe there's a better way to do outsourced software development. We call it **Development on Demand**. It's based on three core promises: **transparent pricing, short-term flexible contracts, and time zone affinity**.

Transparent pricing

Per Fireteam / week

One, transparent up-front price, charged per team, per week. Putting you in total control of the developer resource you need to accelerate, grow and scale.

- No hidden costs
- No oversized, over-scoped projects
- One affordable, predictable pricing model

Flexible contracting

Booked Weekly

World-class engineering talent delivered in short-burst one-week sprints. Meaning you can dial up, or dial down, the development heat as you need.

- No long-term contracts
- No overhead
- Expert advice
- Guaranteed throughput

Time zone affinity

Nearshore world-class engineering talent

Grown in South America, and operating across US, LATAM and EU, SOUTHWORKS nearshore developers give you the time zone affinity to keep you always in the know.

- No distant time-zones
- No babysitting the project
- Bulletproof process
- Ideally located teams

Our Engagement Models

Whether you prefer us to work independently with minimal involvement from your end, providing weekly updates and needing just a couple of hours each week for progress syncs, or to team up closely with your crew through daily stand-ups and weekly reviews, we've got you covered.

Our adaptable approach means we can fine-tune our involvement to fit your specific preferences and make the whole process as smooth as possible.

01. Integrated

→ We build it **WITH** you.
Our teams in your organization



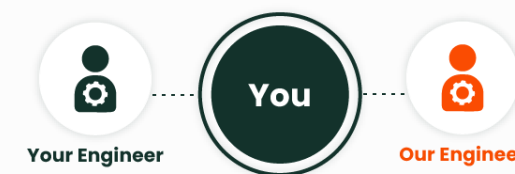
02. Autonomous

→ We build it **FOR** you.
Our Architect and Fireteams building for you



03. Staff Augmentation

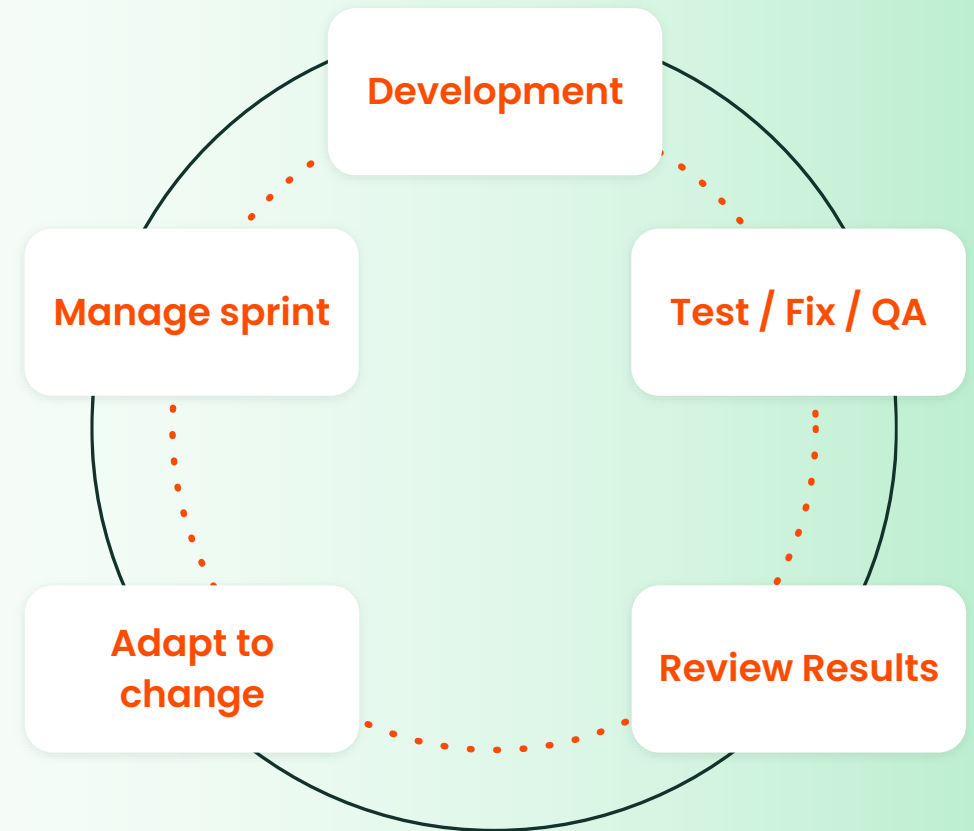
→ Our software engineers in
your teams.



Our Methodology

We prioritize **dev-intensity** and are **action-oriented**, to empower our strategic partners and drive successful outcomes. And you always know exactly where you stand with our bullet-proof communications process and time zone affinity.

- ✓ Short-burst, high-throughput, 1 week sprints.
- ✓ Iteratively test, review, adapt, manage. **We prioritize action and progress:** we get going right away, test and iterate, to bring you to PoC, MVP, or production ready solution in the minimum time with the highest quality.
- ✓ **Daily Standups** and **Weekly Reviews** ensure constant progress and alignment.
- ✓ Backlog prioritized by business value
- ✓ Sprint backlog grooming to prioritize order of dev/implementation



Building our **Microsoft Supplier and Partner** relationship for over **20 years**

SOUTHWORKS has been working directly with Microsoft, and with Microsoft clients for over 15 years to help businesses navigate the Microsoft ecosystem and to drive product and technology adoption.

As a trusted Microsoft Gold Partner, we bring the dev intensity, Microsoft product knowledge, and deep technology expertise required to deliver strategic quick wins for our clients looking to reap the benefits of Microsoft solutions.



Data & AI
Azure



Digital & App Innovation
Azure

1K+
Microsoft projects

100+
Developers in live projects

100+
Azure Certified Engineers

→ Example clients



→ Microsoft competencies

- Cloud architecture and migration
- Artificial intelligence and machine learning
- Application modernization & development
- Cloud Video Engineering
- Cybersecurity
- Cost Optimization
- Data architecture
- Data visualization
- DevOps

→ Engineering Projects

- Azure.com
- Azure Portal
- Azure Personalizer
- Microsoft Email Orchestrator
- Bot Framework
- Azure Learn TV
- GSIV Teams Acceleration Program
- Microsoft Windows WebStore

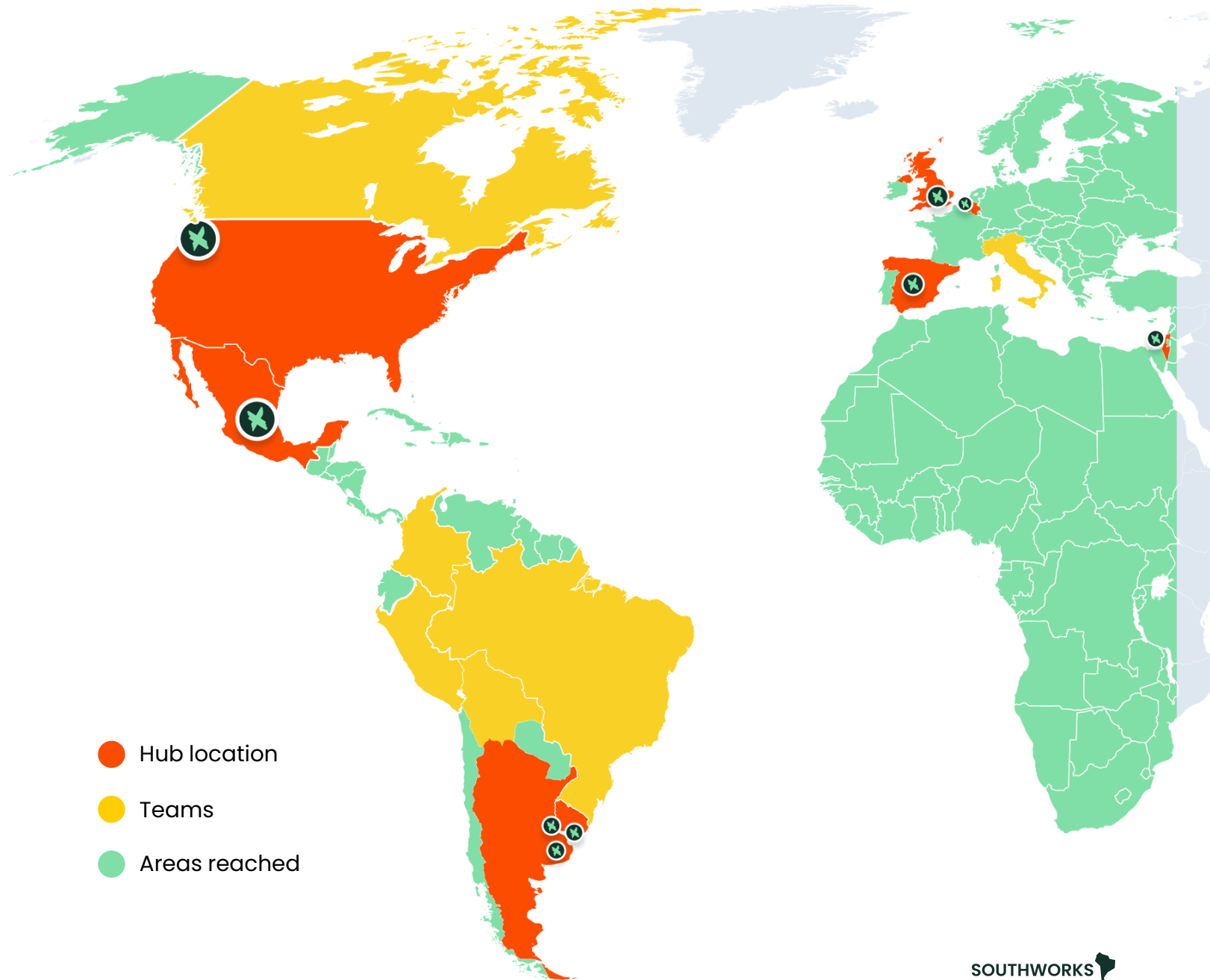
SOUTHWORKS

Time zone affinity

We're a remote-first business, grown in Argentina, South America (it's the SOUTH in our name), and now operating across the US, LATAM and Europe.

SOUTHWORKS' nearshore developer teams spanning 11 countries and 8 time zones, plus our bullet-proof communications process gives you the time zone affinity to keep you always in the know.

No distant time-zones, no wondering what's happening, no babysitting the project.





Development on Demand

southworks.com

US | Uruguay | UK | Spain | Peru | Mexico | Colombia | Argentina